

Message Text

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PAGE 01 STATE 170386
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COMM/BIC/OED/SIPS/SSLEON
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-----027273 220338Z /61

R 211724Z JUL 77
FM SECSTATE WASHDC
TO AMCONSUL KADUNA
INFO AMEMBASSY LAGOS

UNCLAS STATE 170386

E.O. 11652: NA

TAGS: BEXP, NI

SUBJECT: PRODUCT OPPORTUNITY - A.C., C.I. AND G.S. PIPE FOR
PROVINCIAL WATER SUPPLY PROJECT

REF: 76 KADUNA 782

1. MR. ALHAJI M.S. UMORU, MANAGING DIRECTOR AND MR. A.C. AMAECHI, ENGINEER OF BUSINESS INTERNATIONAL (NIG.) LTD., NO. 9 BEIRUT ROAD, P.O. BOX 751, KANO, PHONE 4724 VISITED STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS) OFFICES OF USDOC IN MID JUNE. PURPOSE OF MEETING WAS TO DISCUSS BUSINESS INTERNATIONAL'S INTEREST IN LOCATING SUPPLIERS OF ASBESTOS CEMENT, CAST IRON AND GALVANIZED STEEL PIPE FOR PROVINCIAL (UNIDENTIFIED) WATER SUPPLY PROJECT ENCOMPASSING APPROXIMATELY 35 TOWNSHIPS. SIPS PUT UMORU IN TOUCH WITH SEVERAL SUPPLIERS OF EACH TYPE OF PIPE. FOLLOWING CONVERSATIONS
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WITH COMPANY REPRESENTATIVES, UMORU WAS HIGHLY OPTOMISTIC ABOUT SOURCING MAJOR PORTION OF REQUIREMENT FROM U.S. AND RETURNED TO NIGERIA WITH ASSURANCE THAT HE WOULD BE IN TOUCH WITH SIPS WHEN FINAL DETAILS OF REQUIREMENT WERE KNOWN. HE ESTIMATED THIS WOULD BE ONLY MATTER OF WEEKS. ACCORDING TO UMORU, HE HAD GOOD HANDLE ON REQUIREMENT AND EXPECTED TO BE GIVEN AUTHORITY TO PROCURE MATERIALS FOR

PROVINCIAL WATERWORKS AUTHORITY.

2. NO SUBSEQUENT WORD HAS BEEN RECEIVED FROM BUSINESS INTERNATIONAL. REFTEL IS WTDR ON FIRM GIVING IT HIGH MARKS. SIPS WAS SIMILARLY IMPRESSED BY UMORU DURING HIS VISIT AND WANTS TO MAKE CERTAIN THAT WHAT APPEARS TO BE A GOOD POTENTIAL FOR U.S. SUPPLIERS DOES NOT SLIP AWAY AT THIS STAGE. WOULD APPRECIATE CONSULATE CONTACTING UMORU TO ASSURE HIM THAT USG IS STILL READY TO ASSIST AS DETAILS OF THE POTENTIAL BECOME KNOWN TO HIM. WOULD ALSO APPRECIATE REPORT ON PROGRESS OF THIS POTENTIAL IF, OF COURSE, CONSULATE CAN IDENTIFY SPECIFIC PROVINCE INVOLVED.
VANCE

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